

General Services Administration

FY2012 Small Business Procurement Scorecard

A+
125.07%

FPDS-NG Prime Contracting Data as of Mar. 15, 2013

eSRS Subcontracting Data as of Apr. 15, 2013

Prime Contracting Achievement:			106.58%
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	38.83%	30.00%	39.98% (\$1.3 B)
Women Owned Small Business	9.15%	5.00%	9.06% (\$297.2 M)
Small Disadvantaged Business	19.02%	5.00%	19.16% (\$628.6 M)
Service Disabled Veteran Owned Small Business	2.63%	3.00%	3.17% (\$104.1 M)
HUBZone	4.39%	3.00%	3.81% (\$125.0 M)

Subcontracting Achievement:			8.53%
	2011 Achievement	2012 Goal	2012 Achievement
Small Business	32.10%	25.00%	26.00%
Women Owned Small Business	6.10%	5.00%	3.90%
Small Disadvantaged Business	5.60%	5.00%	4.40%
Service Disabled Veteran Owned Small Business	2.30%	3.00%	1.20%
HUBZone	1.30%	3.00%	0.70%

Success Factors		9.96%
Plan Progress Success Factor Grading Scale: Factor Subtotal Score / 7	Peer Review Score	
The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.	1.00	
The Agency's senior leadership (i.e. Deputy Secretary, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSDBU Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's Small Business contracting goals through the chain of command to the contracting officer level.	1.00	
The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.	1.00	
The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.	1.00	
The Agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses.	1.00	
The Agency demonstrated, through action and documented evidence, a commitment to expanding subcontracting opportunities for small businesses. (Reference: FAR 19.7 - Small Business Subcontracting Program).	1.00	
The Agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses. (Reference: FAR subpart 7.104 for applicable dollar threshold for each agency).	0.97	
Total	6.97	
<p>Prime and Subcontracting Grading Scale: A+ ≤ 150% but ≥ 120% A < 120% but ≥ 100% B < 100% but ≥ 90% C < 90% but ≥ 80% D < 80% but ≥ 70% F < 70%</p>		

Comments:

Graded Agency:

GSA awarded \$1.3 billion to small business in FY 2012, representing 39.98% of eligible contract dollars, exceeding the Agency's 30% goal and all prime contracting subcategory goals. GSA's success is attributable to the Agency's senior leadership and acquisition workforce commitment to small business contracting. To build agency-wide engagement, GSA's Office of Small Business Utilization (OSBU) provided training and informational resources for the acquisition workforce, including an agency-wide action plan focused on expanding opportunities for SDVOSBs. GSA's Office of Government-wide Policy promoted small business through policy communications utilizing social and other media. GSA's Government-wide contracts and Multiple Award Schedule contracts assist agencies to achieve small business goals. OSBU broadened outreach to small businesses, launching a new workshop series. To improve subcontracting performance, GSA conducted training for the acquisition workforce and increased prime contractor accountability by conducting Subcontracting Compliance Reviews with SBA. Monitoring of subcontracting plans and reports is included in annual Procurement Management Reviews. GSA continues to encourage teams to promote and negotiate aggressive subcontracting plan goals.